

## Old partners join forces – Skoglunds and Hookers merge in Palmerston North

The two companies have had a long relationship – have even flatted together – and now they've tied the knot!

Skoglunds Transport – a freight forwarder and metro operation in Palmerston North for more than 20 years – used to count Hooker Pacific as a valued client and even shared the same depot for a number of years.

Hookers has now bought out the Skoglunds' operation with former owner, Graeme Spiers, becoming branch manager of the expanded Hooker Pacific branch on El Prado drive.

Graeme, with some 12 years of freight experience including being National Supply Chain and Logistics Manager for Iplex Pipelines, will now be looking after a team of 15 drivers and 6 administration staff, and a fleet ranging from vans to six-wheelers.

The operation is still very much focused on its core business of freight forwarding just about anything from carpet to farm machinery to pallets of foodstuffs, says Graeme.

"Our aim from here is to grow our sales presence and volumes out of Palmerston North by putting more freight back on the trucks for the return journeys to the main centres like Auckland," says Graeme.



Branch Manager Graeme Spiers with Helen Ellis, Aaron Ogden, and Peter Jury.

"I'm looking forward to the challenges as the two companies are a really good fit. Hookers is a very family-centric company so we have been very well-received."

Hookers' General Manager Freighting Tony Hamilton agrees that the new combination will bring about more opportunities.

"The new team offers more dedicated distribution runs and an enhanced service as one of the largest transport operations in the Palmerston North and Manawatu areas," says Tony.



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## HOOKER PACIFIC SECURES CALTEX AND CHALLENGE FUEL DISTRIBUTION



Above: Western Star tractor unit 3034 on the old West Coast Rd, South Island.

Hooker Pacific has secured its role as New Zealand's largest fuel haulage operator with the re-confirmation of distribution for Chevron New Zealand, which markets the Caltex and Challenge brands.

Hooker Pacific originally won a five-year distribution contract with Chevron in 2004 – and has successfully re-tendered for a renewal of the contract for a further three years, against a number of multi-national logistics competitors.

The new three year contract involves more than 30 truck and tanker units on the road 24/7 to distribute petrol and diesel to Chevron's extensive network of 450 Caltex and Challenge service stations, convenience stores and un-staffed truck stops throughout New Zealand.

Hooker Pacific's Fuel Haulage division now has more than 200 tanker and tanker trailer units distributing LPG, bitumens, crude oil, petrols and diesels for clients such as Rockgas, EDI Downer, CRT Fuels, Origin Energy, Austral Pacific, Todd Energy as well as Chevron New Zealand.

Having invested more than \$25 million buying new tractor and tanker units for

the fleet over the last five years, it is now the largest and most modern fleet in the country says Hookers' Fuel Haulage General Manager, Andy Stanley.

"Since Hookers started fuel haulage in the early 1980s, we have developed extensive experience in the safe delivery of petroleum-based products," says Andy.

"Comprehensive health and safety policies were a key part of the tender for Chevron in 2004 – just as they are now."

Since 2005, Hooker Pacific has been awarded six "Million Mile" safety awards by the North American-based Chevron. Each award is for delivering Chevron product incident-free for one million miles, or approximately 1.6 million kilometers from a single Fuel Terminal.

The main units in the fleet are Western Star or Iveco which are speed limited to a maximum of 90 km per hour. To further increase on-road safety, all the tanker trailer units are built to Hookers' specifications and are fitted with the latest electronic anti-roll systems and ABS braking systems.

### Group Marketing Manager appointed

Experienced transport sales and marketing manager Tim Cantlon has been appointed Group Marketing Manager for Transport Investments Limited – the parent company for Hooker Pacific, the TNL Group, Actus Transport, Petroleum Logistics and Five Star FMCG.

Tim will be based in the Auckland offices of TNL Freighting and brings more than 25 years sales and marketing, and management experience in transport and tourism to the position.

Tim originally joined Freightways as a cadet back in 1984 and since then has worked for a wide variety of domestic and international transport and logistic companies. These positions have included Branch Manager, National Sales Manager, and recently Group General Manager Coaching for Tourism Holdings.

Tim lives in One Tree Hill with his wife Donna and their three children, Georgia, Riley and Tristan.

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Tim Cantlon – Group Marketing Manager

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Hello Readers

We are experiencing hard times. Revenue has fallen sharply, reflecting low activity across the country, but particularly in the North.

Hard times generate hard actions, and sadly some staff lost their jobs. We closed the trucking arm of FIVESTAR, and it is now a purely warehousing operation, with any

trucking services being provided by HOOKER PACIFIC and TNL FREIGHTING.

On the brighter side you can read in this issue about our purchase of SKOGLUND TRANSPORT – a solid and respected Manawatu operator.

We have also gained great work stemming from development of the KUPE oilfield, and this will mean work for around 30 people, mainly in Taranaki.

We are also delighted that CHEVRON have retained us as their carrier of choice for NZ wide Bulk Fuel Distribution.

More optimism is evident as people realise that our Government is the right one to manage the effects of the Economic Crisis. There seems to be some common sense

(seriously!) and practical thinking emanating from Wellington. At last!! So far the Nats have (among other things)

- Canned subsidies of taxpayers (our) money going to support other transport modes.
- Immediately progressed the increased gross vehicle weights. This could happen in February.
- Been open with operators on important issues such as the Road User Charges Review. And have listened.
- Cut back public service bureaucracy costs and spending.
- Delivered a Budget which confirms what everybody should know – if you can't afford it, back off until you can.

That's a good start – and good news for our Industry and the Clients we serve.

More good news – our Company has again been awarded Tertiary Status in the ACC Workplace Safety Management Programme, as well as gaining re-certification in the International Quality Program, to ISO9001:2000 standard.

Well done to all the staff who achieve and maintain these standards by their everyday commitment to Safety and Quality. Thanks to you all, and stay safe out there. – JIM.



Silver Fern Farms Tony Arnold and Hooker Pacific drivers Don Adamson and Jason Steele.

## Silver Fern Farms – a leading meat export company

Timing is critical for Silver Fern Farms' Hawera plant when it comes to the delivery of refrigerated containers of export quality meat products to the ports of Auckland or New Plymouth.

With 24 plants nationwide, Silver Fern Farms is New Zealand's leading meat-marketing, process and export company, exporting sheep meat, beef, venison and associated products to about 60 countries.

As a beef processing facility, refrigerated containers from the company's Hawera branch have to meet the scheduled arrivals and departures of container ships or contracts will be lost, says Plant Manager, Ash Mackay.

"The schedules are often very tight and Hookers have been a lifesaver on many occasions," says Ash. "If a container misses a ship, we have to find another customer for that container so it is vital to us that it is there on time."

At peak season, up to 15 containers, or 200 tonnes of export meat a day, need to be collected and delivered by the Hookers' dedicated fleet of 5 container truck and trailer units from the Hawera branch. And the pick ups and deliveries can be outside normal working hours such as during the weekend.

Having provided a transport service to Silver Fern Farms for many years, Ash says he can completely depend on Hookers to understand their business and be there when the company needs them.

### Doing our bit – Habitat for Humanity

Hooker Pacific has been a proud supporter of the Taranaki Habitat for Humanity project since it started in 1995. Since then the project has built homes for 24 families around Taranaki – and Hookers has assisted by transporting materials from around the country to the building sites free of charge, says Ross Cleland, the chairman for Habitat for Humanity Taranaki.

"Hookers has also loaned us two containers for the secure storage of materials and equipment on each site – which is all just amazing," says Ross.

"Hookers grasped the concept from day one and we're hugely appreciative of their support."

## It all happens in Hawera



Hawera Branch Manager John Parker with Office Administrator Tracy Renata

It's the company's second oldest branch behind the head office in New Plymouth, and for its size, one of the busiest with hundreds of tonnes of container traffic handled each week.

First opened for business more than 60 years ago, its staff of nine drivers handle a mixture of general freight as well as dedicated services for a number of key clients such as Silver Fern Farms, Taranaki By Products and Graeme Lowe Protein, says branch manager, John Parker.

"Containers are going to New Plymouth all day, every day," says John. "And we can be making container runs to Auckland and back up to six times a week."

Assisting John with logistics, administration and invoicing is Tracy Renata who is one of Hooker Pacific's longer serving employees having joined the company nearly 23 years ago.

In the heart of a rural community, much of the Hawera business relates to servicing the farming sector including seasonal activities such as delivering stock feed during spring to farms on behalf of NRM, Inghams, and PCL.

"This means we have to have a very good working knowledge of the region, and where farms are for example so we can deliver to them by the most efficient route," explains John.

Hawera's large depot includes 3000 square metres of warehousing, as well as yard storage for up to 100 containers.

## Taranaki By Products grow with exports



Hooker Pacific driver Richard Krutz and Taranaki By Products Anton Hall.

The relationship between Taranaki By Products and Hooker Pacific goes back so far that no-one is quite sure when it started! While the by-product company was formed back in 1936, it appears it has been contracting Hookers for the last 40 years for its deliveries.

Today, that involves the pickup and delivery of around 1,200 containers from Taranaki By Products for export through the Port of Taranaki. The containers are loaded with agricultural meal supplements such as Meat Meal, Bone Meal and Poultry Meal destined for eight to ten countries mainly around the Asia Pacific region.

Working in with the freezing works season which is at its busiest between February and May, this could involve up to 20 containers a day, says Taranaki By Products managing director, Glen Smith.

"For us, the two key factors are cost and service – and Hookers are very reliable and very cost effective," says Glen.

While Glen deals directly with Jim Ramsay as Taranaki By Products business continues to expand, at a day-to-day operational level, the company's plant manager, Paul Drake, deals with Hookers' dispatcher, Steve Runciman. The two communicate daily on how many containers are due to be picked up, when they need to be delivered to meet vessel departures from the port, and the return of empty containers to Taranaki By Products.



### Superscreen on the move with Hookers

Taranaki's TSB Bank SuperScreen will continue to be transported around Taranaki by Hooker Pacific under its new community guardianship by Sport Taranaki.

As a community asset, the giant 40sqm screen has been viewed by thousands at rugby games, horse racing, stockcars, athletics, rodeos and cycle events over the past two years.

Supported by a 13m tri-axle trailer, the screen requires a Hooker Pacific tractor unit to be moved from site to site, so Sport Taranaki welcomes Hookers' continued support, says David Lean, Chairman of Sport Taranaki.

"The TSB Bank SuperScreen enables Sport Taranaki to work closer with promotional arms within Taranaki on events to be held in the region and is an additional incentive for national and international organisations to look to Taranaki as a host region for major events," says David